

# The Chamber Business Journal

October 2018

*Doing what most people think just happens!*

306 N. Main, McPherson, Kansas 67460 • Phone: 620-241-3303 • [www.mcphersonchamber.org](http://www.mcphersonchamber.org) • Visit us on Facebook

## Congratulations & Welcome to the Chamber!

### ENERGY CONSTRUCTION SOLUTIONS LLC

310 Congress, Emporia, KS 66801  
Phone: 620-364-3105  
Contact: Amy Beckman  
Web: [ecs-ks.net](http://ecs-ks.net)

**Energy Construction Solutions** (ECS) LLC was founded in 2014. They provide hydro-excavation, also known as vacuum excavation, services throughout contiguous United States. Some of the industries they have worked with include: Construction, Power Plants, Nuclear Plants and Oil and Gas Providers. **ECS** is focused on building long-term relationships with their customers and providing top-notch service on each and every job. **ECS** uses cutting edge technology to produce some of the fastest excavation times in the industry. They have partnered with Hydra-Flex Fluid Innovation to equip our trucks with the highest powered nozzles available. ECS Hydrovac equipment using Hydra-Flex cutting heads averages an increased cutting speed of 35.6% over other types of cutting heads. This increased efficiency saves hours of labor and reduces costs. While **ECS** primarily focuses its services in central Kansas and Oklahoma, they are expanding to southern and southeastern United States. To allow for fast deployment of services to their customers, their headquarters office is centrally located in Emporia, Kansas with regional shops in Hutchinson and Kansas City, Kansas and Cushing, Oklahoma. They are looking forward to expanding their connections in McPherson.

### TESORI BOUTIQUE

300 N. Main, McPherson  
Contact: Marty Lee  
Hours: Thurs. & Fri. 10-5, Saturday 10-4  
Facebook: Tesori Boutique

Tesori Boutique opened in Hutchinson in December of 2009. They moved into their current location at 129 S. Main, Hutchinson in April 2011. Tesori Boutique is excited to open their second location at 300 N. Main in McPherson on September 20, 2018. Their intention is to offer fashionable clothing for ladies that is comfortable and fun to wear. Customer service is most important to them and they enjoy helping customers put together a complete outfit or help them extend their existing wardrobe. Tesori Boutique loves to share the latest trends and how to wear them. They strive to provide fun “shopping therapy”. A great girlfriend get-a-way!

Join us for a Chamber Ribbon Cutting/Chamber Connections and McPherson Main Street- Welcome to Our Block presentation on Thursday, October 4th at 9:30 a.m.

## Introducing the 2018-2019 McPherson Chamber of Commerce Board of Directors

**President** - Aaron Mayfield, EdwardJones  
**President Elect** - Amy Beckman, Energy Construction Solutions LLC  
**Treasurer** - Justin Kaufman, Swindoll, Janzen, Hawk & Loyd LLC  
**Past President** - Brad Mears, Kansas Municipal Utilities  
**Directors** -  
Brad Bengtson, Home State Bank; Janey Anderson, A5 Western; Gordon Mohn, USD #418; Chuck Singleton, Central States Marketing & Mfg; Kelly Pitts, PrairieLand Partners; Dr. Trent Timson, Community Foot Clinic of McPherson; Shannon Brake, McPherson Public Library; Alex Graber, Graber's Ace Hardware.

## DQ GRILL & CHILL WINNERS

**Congratulations to Treasure Chest Gun Shop & Indoor Range, 1100 W. Kansas. They are the winner of a DQ Cake. Thank you Roger & Karen Horn, owners of DQ Grill & Chill, 1435 N. Main for providing the monthly DQ ice cream treat.**

## Chamber Introduces New Education Series

The McPherson Chamber of Commerce is pleased to announce two business workshops have been scheduled. The workshops are a collaboration between the McPherson Chamber of Commerce and U.S. Small Business Administration, America's Small Business Development Center and SCORE. The Chamber appreciates the opportunity to bring experts to our community to help empower our business community.

October 2, 2018 from 9:00-10:00 a.m.  
**Business Plan Development Workshop**  
Presented by Brian Mauden, SCORE Advisor

Writing a business plan is an opportunity to carefully think through every step of starting your company so you can prepare for success. In this workshop you will learn the essential components of a good business plan, and the level of detail required to complete one. Building a business plan provides the entrepreneur a chance to discover any weaknesses in their business idea, identify opportunities that may not have been considered, and a plan to prepare for the challenges that are likely to arise. A well-written business plan can help convince investors or lenders to finance your business.

October 16, 2018 from 9:00 – 10:00 a.m.  
**Financial Documentation Development for Small Businesses Workshop**  
Presented by Brian Mauden, SCORE Advisor

The Financial Documentation Development for Small Businesses workshop will cover the details of a business balance sheet, profit and loss statement, and cash flow statement. The SCORE presenter will cover how these documents help a business owner manage their business, plan for changes, and where the data comes from to build each one.

The workshops will be held at the McPherson Museum, 1111 E. Kansas Avenue. Reservations are required by the day before the workshop is scheduled by calling the Chamber at 241-3303. The cost is \$35.00 per person or Chamber member discount \$25.00 per person.

## From the McPherson Chamber of Commerce



**Jennifer Burch**  
Executive Director

### The Chamber of Commerce is More than You Think!

It has been quite a number of years since I wrote my first article about “What The Chamber Does or Is”. So, I think it is probably time for a refresher. Yes, the Chamber of Commerce has a lot of information and we typically know where to look for an answer to a question that is posed to us. We provide “Welcome to McPherson” gift bags to new residents – the bags are filled with information, coupons, and small token gifts to familiarize

new residents of the many services, products, etc that they would be in need of establishing in a new community.

The Chamber is like an iceberg. What you see on the surface of the water is just a very small part of the size of the iceberg. The majority of the iceberg is not visible. What most people see of the Chamber is the ribbon cuttings, events such as the weekly Chamber Connections, business workshops & seminars, Leadership McPherson, Chamber Classic Golf Tournament, Entrepreneurship Loan Program, ChamberChecks, Cookies with Santa, Snowball Drop, Candy Cane Cash, TV advertising, Manufacturing Month, Farm Forum, Rural Appreciation, AFA Scholarship, Mac County Roundup, Chamber Annual Meeting, Presidents Award, Men's Trip, Women's Trip, Chamber Power Hour 1/2, just to mention a few.

What you don't see is the research that takes place in assisting businesses needing additional space within the community, providing contacts of available property; making contact with prospects to come to McPherson; meeting with individuals to help them start up a business, and assisting them in making connections to resources they may need.

We also collaborate with several organizations statewide and have great partnerships; South Central Legislative Partnership (Andover, Emporia, Derby, Wichita, Hutchinson, Newton, Wellington, Augusta, Haysville, Hesston, Pratt,) Chamber of Commerce Executives of Kansas Board (Wichita, Topeka, Andover, Manhattan), Network Kansas, South Central Kansas Economic Development Division and Kansas Department of Commerce. Working with all the leaders and peers of the various organizations helps build trust, and is a never ending audience of support.



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# 2017 - 2018 Chamber of Commerce Board of Directors

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**Treasurer – Justin Kaufman, Swindoll, Janzen, Hawk & Loyd LLC • Past President – Brad Mears, Kansas Municipal Utilities**

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## Explore Modern Manufacturing at Countywide Event

In celebrating October as McPherson County Manufacturing Month, many of our county manufacturers will open their doors to the public in an effort to change people's perceptions about today's manufacturing environment and draw attention to the outstanding opportunities a career in manufacturing can provide.

"There will be a shortage of skilled workers as the current manufacturing workforce nears retirement," said Burch. "Experts state that between now and 2020 there will be an increasing demand for skilled professionals in the manufacturing sector who can design, program and operate technology. Getting youth excited about these opportunities will help fill these roles."

The McPherson Chamber of Commerce and McPherson Industrial Development Co. will be hosting, in partnership with many McPherson County manufacturing to highlight the importance of manufacturing to the U.S. economy and showcase the rewarding, highly skilled jobs available.

To see a full schedule of public tours & open houses, go to [www.mfgday.com](http://www.mfgday.com). There may be some tours and time slots available only for students & educators. Continue to check the website often for additional events, special requirements and registration. Here is what is scheduled as of 09/13/2018.

### October 4

**Bradbury**, 1200 Cole, Moundridge, KS will host an open house & tours in the morning for students only and a public Open House & tours from 2:00 p.m. to 5:30 p.m.

### October 5

**Viega**, 2211 Viega Avenue, McPherson, Kansas will host the official McPherson County Manufacturing Kick Off with a facility tour & job fair. Friday, October 5, 2018 beginning at 8:00 a.m. to 3:00 p.m. A light lunch will be served from 11:30 a.m. to 1:00 p.m. Register online.

**American Maplan Corporation**, 823 South 81 Bypass, McPherson, KS. 8:00 a.m. to 3:00 p.m. flexible tour schedule for students & educators. Closed toe shoes are required.

**Saint-Gobain CertainTeed**, 873 N. Hickory, McPherson, KS. 8:30 a.m., 10:30 a.m. and 2:30 p.m., facility tour & presentation. Open to public. Register online.

**The Grasshopper Company**, 105 Old US Highway 81, Moundridge, KS will host educational tours only for students from 8:30 a.m. to 2:30 p.m.

### October 10

**Saint-Gobain CertainTeed**, 873 N. Hickory, McPherson, KS facility tour & presentation. Open to public. 6:00 a.m. only. Register online.

## New Business to Business Event

The weekly Chamber Connections has been a huge hit in keeping our members connected to business information and events, and building business relationships. At the recent Chamber Board retreat, it was decided that we find another way to connect with those who cannot attend a weekly morning connections event, so we have another great opportunity for our members. It is called Chamber Power Hours 1/2!

The first Chamber Power Hour 1/2 will be hosted by the McPherson Opera House. They will provide some food and there will be a cash bar available. The event is from 4:00 to 5:30 p.m. The Opera House will have a brief program about their upcoming shows, so you don't want to miss out on being "in the know".

Chamber Power Hour 1/2's will be scheduled every quarter and there is not a designated day of the week they will be held – the host can choose. We want to be flexible and hope that we can get other Chamber members engaged in making business connections and building business relationships. Members should be on the watch for details of the next quarter's host in 2019!

# chamber events

## September

- |    |  |    |   |
|----|--|----|---|
| 20 | 9:30 a.m. Chamber Connections hosted by Pine Village @ McPherson Chamber office, 306 N. Main     | 5  | 8:00 a.m. Manufacturing Month Kick-Off @ Viega, 2211 Viega Drive              |
| 27 | 9:30 a.m. Chamber Connections hosted by the City of McPherson @ McPherson Museum, 1111 E. Kansas | 9  | 12:00 Community Development @ Chamber, 306 N. Main                            |
|    | 11:30 a.m. Chamber Board @ Chamber, 306 N. Main  | 10 | 7:00 a.m. Ag Committee meeting @ The Well<br>Men's Trip departs for St. Louis |
|    |  | 11 | 9:30 a.m. Chamber Connections @ The Cedars - duplex                           |

## October

- |   |  |    |  |
|---|--|----|--|
| 1 | Deadline to Register Business Plan Development Workshop                                  | 16 | 9:00 a.m. Financial Documentation for Small Business Workshop @ McPherson Museum, 1111 E. Kansas |
| 2 | 9:00 a.m. Business Plan Development Workshop @ McPherson Museum, 1111 E. Kansas          | 24 | 4:00-5:30 p.m. Chamber Power Hour 1/2 @ McPherson Opera House, 219 S. Main                       |
| 3 | 12:00 Leadership Board @ Chamber, 306 N. Main  | 25 | 9:30 a.m. Chamber Connections hosted by Mac Town Crossfit, 611 W. Marlin                         |
| 4 | 9:30 a.m. Ribbon Cutting & Chamber Connections @ Tesori Boutique, 300 N. Main, McPherson |    | 11:30 a.m. Chamber Board @ Chamber, 306 N. Main  |



**ROB MACKEY**  
Executive Director

### What Goes Around, Comes Around

The longer I live, the faster the world goes. It is dizzying. Birthdays and anniversaries seem to get closer together. And so it is with the start of school, the holidays, and the United Way campaign. People often ask me how we raise our money. Most of it comes from workplace campaigns, with employees usually donating through the magic of payroll deduction. It's amazing how quickly it adds up. Many companies match what their employees contribute. If your workplace doesn't have a United Way campaign, please consider it. It can be educational, fun, and something for your co-workers to come together around. Retirees and small businesses also play an important role in our fundraising.

## From the United Way of McPherson County

Here are the great causes in McPherson County you are supporting through United Way:

### Rebuilding Lives

- CASA: A Voice for Children
- Heart to Heart Child Advocacy Center
- Safehope
- STEP-MC (Steps to End Poverty in McPherson County)

### Providing Basic Needs

- Bluestem PACE
- Crimestoppers of McPherson County
- GraceMed
- Meals on Wheels
- The Salvation Army

### Building Self-Reliance

- Cerebral Palsy Research Foundation
- McPherson County Council on Aging
- McPherson Housing Coalition & Brush Up Mac
- McPherson Special Olympics

### Preparing for Life

- Child Care Aware of Kansas
- McPherson Family YMCA

At our campaign kickoff this month, United Way of McPherson County Campaign Chair Kipp Cordell said: "They say one of the measures of a city is how it takes care of its people in need. And that's what we are here for. However, helping all those people in need is a bigger job (than any one person can do) but it's not bigger than all of us. If we all join together, we can fix these problems and help those people in need. This is a great city; it is a great county. If that's one of the measures, we being a group is going to be what it takes to win. And we can definitely do that."

If you would like to be a part of this year's United Way campaign, please call me at 620-241-5152 to schedule a presentation. Remember, United Way fights for the health, education, and financial stability of every person in McPherson County.




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*Troy Glidden - Director*

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SENTINEL**

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